

Module No.	Subject	Duration (Hours)	Date
04	Incoterms	02	Day 4, 5

Content...	
1	What are Incoterms..?
2	Incoterms
3	Incoterms 2020
4	Main features of Incoterms
5	EXW – EX Works
6	International Commercial terms (incoterms) – Delivery Terms
7	Int’l commercial terms – Cost / Risk Responsibilities
8	Incoterms (Delivery Terms)
9	Cost Heading
10	Incoterms – Rules for any mode of transport
11	Incoterms – Rules for Sea and Island waterway transport
12	Incoterms – Ex Works (EXW)
13	Critical Points of Ex Works
14	Inco Terms – Free on Board (FOB)
15	Free on Board (FOB)
16	Critical Point of FOB
17	Incoterms – Cost and Freight (CFR/C&F)
18	Cost and Freight (CFR)
19	Critical Points of CFR
20	Incoterms – Cost, Freight & Insurance (CIF)
21	Cost, Freight & Insurance (CIF)
22	Critical Point of CIF
23	Incoterms – Delivered Duty Paid (DDP)
24	Exercise 01, 02, 03
27	Answer for exercise 01, 02, 03
30	Easy Chart
31	Notes....

# INCOTERMS

